



DIMITRY EREZ

Energizer
DISC Type : I

Senior Consultant at Ascent Enterprise Solutions
North Port-Sarasota Area, United States

Overview

Dimitry has no verified overview

👉 Personality Overview

Imaginative **Relationship Oriented** **Big Picture Person**

They are not always early adopters but can be persuaded by leveraging strong relationships. They are really good at seeing what the long-term impacts of their decisions could be. They are always positive and upbeat, so take their promises with a pinch of salt.

👉 Topics They Care About

Dimitry has no verified topics they care about

Media Appearances

Dimitry has no verified media appearances

Work History

- 6-2020
Senior Consultant at Ascent Enterprise Solutions
- 3-2015
Principal at Mainsail Strategic Consulting, LLC
- 2-2015 - 12-2015
Strategic Consultant - Marketing Technology and Ecommerce at StrongThumb
- 7-2003
Founder and CEO at Latitude 23.5° Coffee and Tea
- 1-2015
Vice President at Boston Retail Partners

Education

- 1986 - 1988
Master of Science / MBA from MIT Sloan School of Management
- 1977 - 1982
MS from Tufts University

More Information

Social Presence :



Prographics :

Exp : **22** Location : **North Port-Sarasota Area, United States** Job Level : **Senior**

Designation : **Senior Consultant at Ascent Enterprise Solutions**

Insights For Selling To Dimitry

👉 During A Call Or A Meeting

DO's

- Speak enthusiastically with energy, maintain a clear and confident tone
- Share some stories about how you you have helped people in similar positions succeed
- Talk anecdotally about the customer experience that your product offers

DONT's

- Don't push them to make a decision too fast, let them get comfortable first
- Don't be excessively objective, be a storyteller
- Avoid overloading them with too much detail

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Dimitry, [user_fname] here at [user_companynamewithfirsttwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Dimitry, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Dimitry is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Dimitry

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Dimitry Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Dimitry Take Some Risk Or Not?

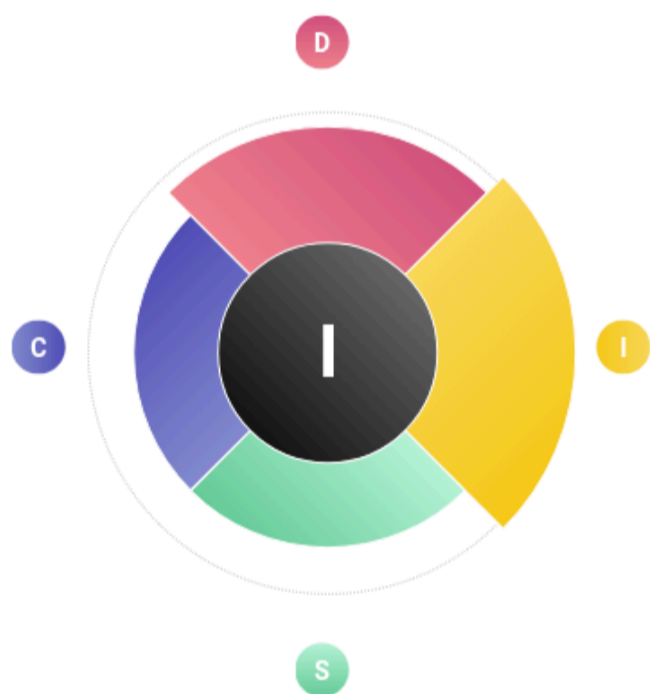
- *They can accept limited risks, ones that they think will not impact them personally.*

You And Dimitry

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Dimitry's Key Traits



INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.